Matt Miyasato, PhD
Chief Technologist & Deputy Executive Officer
Science and Technology Advancement
South Coast Air Quality Management District
21865 Copley Dr.,
Diamond Bar CA 91765

RE: Letter of Support for Hyundai Motor Company's Proposal for the Long-Range Class 8 Fuel Cell Truck Demonstration Project

Dear Dr. Miyasato:

Hyundai Motor Company (HMC) is pleased to play a key role in the project by manufacturing 5 Class 8 XCIENT Fuel Cell Trucks for the U.S. market. HMC with its sister company Kia Corporation was ranked as the world's fourth-largest automaker in 2020 in terms of sales and operates in 193 countries through its over two dozen auto-related subsidiaries and affiliates, including Hyundai Motors America and HATCI. HMC is a leading developer of hydrogen fuel cell technology with the first concept fuel cell electric vehicle developed in 1998 and in-house stack development beginning in 2005. In 2019, WardsAuto gave Hyundai their highest rating, stating that "Hyundai has a track record of fuel-cell development and commercialization and shows no sign of relinquishing what is becoming a global leadership position on fuel-cell vehicles."

The European version of the XCIENT Fuel Cell Truck has already been sold commercially in Switzerland. 50 of these trucks were deployed in service in 2020, 140 will be delivered in 2021, and by 2025 we expect that a total of 1,600 units will be in service. These trucks are pulling in excess of 80,000 lbs. of gross vehicle weight over Swiss mountain passes with excellent performance results, as evidenced by driver satisfaction and expanded orders from transport companies. As of June 11, 2021, our XCIENT Fuel Cell Trucks logged over 545,000 miles in commercial service, thereby reducing carbon dioxide emissions by approximately 684 metric tons.

Hyundai commits to provide match contribution that may amount up to $2,900,000 for the eligible expenditures on labor costs to develop and build 5 XCIENT Fuel Cell trucks, contingent on the EPA's award of the grant and execution of the contractual documents.

Should you have any questions, please contact HMC's Senior Manager Dr. Benjamin Happek at +82-10-9423-7130 (Korean cellphone) or Benjamin.Happek@hyundai.com.

Sincerely,

SeungMin Lee
Vice President, Commercial Vehicle Global New Business Development Group
Hyundai Motor Company
Tel: +82-2-34643330 Email: sminlee@hyundai.com

FIRSTELEMENT FUEL
FirstElement Fuel Inc. | 5281 California Ave, Suite 260, Irvine, CA 92617 | 949-205-5553

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Science and Technology Advancement
South Coast A.Q.M.D
21865 Copley Dr.,
Diamond Bar CA 91765

RE: Letter of Support for HMC's Proposal for the Long-Range Class 8 Fuel Cell Truck Demo project

Dear Dr. Miyasato,

FirstElement Fuel Inc. is pleased to play a key role in the proposed project by purchasing and operating 5 of Hyundai's Class 8 "XCIENT" Fuel Cell Electric Trucks (FCETs) to distribute hydrogen to our retail hydrogen stations in the California Market. Furthermore, FirstElement Fuel will serve at the hydrogen refueling station provider for the 5 XCIENT FCETs. FirstElement Fuel Inc is a company headquartered in Irvine, California, which owns and operates the majority of the State's hydrogen fueling stations. As California's preeminent hydrogen station company, FirstElement Fuel has performed over 770,000 on-road vehicle refuelings (more than any other company in the world), eliminated 20.5 million gasoline miles and replaced them with zero emission miles, and avoided 97.4 Million pounds of greenhouse gas emissions.

FirstElement Fuel has acquired, and in 2021 will begin operating, a fleet of 10 hydrogen trailers to distribute bulk hydrogen to our California refueling stations in a hub and spoke arrangement. Today the majority of California's hydrogen refueling stations receive bulk hydrogen deliveries using conventional diesel tractors to haul the trailers. It is FirstElement's strong desire to use zero emission fuel cell tractors to distribute our bulk hydrogen instead of diesel trucks, thereby further eliminating criteria pollutant emissions and reducing greenhouse gas emissions from our supply chain. Based on FirstElement's prior work with Hyundai and our overall knowledge of the fuel cell vehicle marketplace, we are highly confident that Hyundai's XCIENT FCETs will be a high performing and dependable product to help us accomplish this goal. Furthermore, FirstElement Fuel is in the process of developing a California network of hydrogen refueling stations for Heavy Duty Fuel Cell Trucks, so we will be in position to refuel all of the Hyundai XCIENT FCETs that we operate.

FirstElement Fuel will provide a total cost share for this project in the amount of $771,121, which will go towards our overall commitment of acquiring 5 XCIENT FCETs, operating them in

TRUE ZERO
A FirstElement Fuel brand

California's South Coast Air Basin, and being the hydrogen refueling station provider, contingent on the EPA's award of the grant and execution of the contractual documents. Should you have questions, please contact me by direct phone line at (949)922-3456 or by email at shane.stephens@firstelementfuel.com

Sincerely,

Dr. Shane Stephens
Founder & CDO
FirstElement Fuel Inc.